

Message Text

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ACTION COME-00

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O R 011145Z MAR 76

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC IMMEDIATE 4806

INFO AMEMBASSY ABU DHABI

AMEMBASSY ATHENS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY MANAMA

UNCLAS KUWAIT 1011

E.O. 11652: N/A

TAGS: BEXP KU

SUBJECT: PROPOSED MAY '76 TRADE MISSION.

REF: STATE 44589

1. EMBASSY FEELS THAT PROPOSED TRADE MISSION COULD HAVE USEFUL VISIT IN KUWAIT, BASED ON INFORMATION IN REFTEL. AS DEPARTMENT KNOWS, MANY CONSTRUCTION AND DESIGN PROJECTS UNDERWAY HERE AND SEVERAL U.S. FIRMS HAVE RECENTLY WON MAJOR CONTRACTS IN THIS FIELD. HOUSING, ROAD CONSTRUCTION, URBAN DESIGN AND TOURISM AND RECREATION FACILITIES ARE OF PRIME IMPORTANCE NOW. KUWAITI GOVERNMENT AND PRIVATE FIRMS ARE INTERESTED IN TALKING WITH U.S. COMPANIES.

2. TURN-KEY PROJECTS STILL IN FAVOR HERE AND COMPANIES WHICH HAVE WORKED TOGETHER BEFORE OR COULD WORK TOGETHER WOULD HAVE ADVANTAGE. SOME PROJECTS SUCH AS NEW MOTORWAY, NEW UNIVERSITY CAMPUS AND SEVERAL PUBLIC BUILDINGS ALREADY HAVE DESIGN WORK COMPLETED BUT WILL BE OF INTEREST TO U.S. CONSTRUCTION FIRMS.

3. WE CURRENTLY BUSY WITH USDA FOOD SHOW APRIL 10-15 AND SOUTH CAROLINA IOGA TRADE MISSION APRIL 29 TO MAY 3. LATE MAY ARRIVAL DATE WOULD BE BESY FOR US. NO LOCAL HOLIDAYS ON CALENDAR DURING

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MAY BUT THURSDAY AFTERNOON AND FRIDAY ARE LOCAL WEEKEND WHEN

NO RPT NO BUSINESS IS CONDUCTED.

4. HOTEL SITUATION ALWAYS TIGHT DURING THIS TIME BUT BARRING VISITS BY ANY UNUSUALLY LARGE DELEGATIONS, EMBASSY FEELS ACCOMODATIONS WILL BE AVAILABLE. REQUEST WE BE NOTIFIED ASAP OF DATES AND NUMBER OF ROOMS REQUIRED. EMBASSY SUGGESTS RESERVATIONS BE MADE BY US AND NOT RPT NOT THROUGH US TRAVEL AGENCY TO AVOID CONFUSION.

5. WE HOPE MISSION WILL LIMIT ITSELF TO 15 MEMBERS. IN ADDITION TO DIFFICULTY OF HANDLING HOTEL SPACE, EMBASSY EXPERIENCE IS THAT MORE THAN 15 PEOPLE IN MISSION MAKES SCHEDULING DIFFICULT. KUWAITIS PREFER TO SPEND LONGER TIME WITH SMALL GROUP OF PEOPLE RATHER THAN A FEW MINUTES WITH EACH MEMBER OF LARGE DELEGATION.

6. EMBASSY NOT SURE WHAT ARRANGEMENTS REQUIRED FOR SHOW AND SELL MISSION. SHIPMENT OF ANY EQUIPMENT OTHER THAN BROCHURES AND PROMOTIONAL LITERATURE WOULD PRESENT MAJOR PROBLEM GIVEN KUWAITI REQUIREMENTS FOR BOYCOTT LANGUAGE ON ALL SHIPPING DOCUMENTS.

7. LAST TWO IOGA MISSIONS TO KUWAIT (MARYLAND AND PENNSYLVANIA) BOTH ARRIVED AND DEPARTED WITHOUT THEIR BROCHURES. GIVEN DIFFICULTY IN PREPARING FOR MISSION AT LAST MINUTE, IT DOUBTFUL ARRANGEMENTS CAN BE MADE TO SHIP DOCUMENTS HERE IN TIME. BOTH DIPLOMATIC POUCH AND COMMERCIAL AIRLINES HAVE PROVED UNRELIABLE. AS ALTERNATIVE WE SUGGEST POST BE PROVIDED WITH TEXT OF SIMPLE RPT SIMPLE PROMOTIONAL LITERATURE AND WE MIMEOGRAPH IT AT EMBASSY OR HAVE IT PRINTED BY LOCAL COMMERCIAL PRINTER.

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